

and areas of agreement yesterday on their different versions of the foreign-aid package. It was the first attempt at working out a compromise. When it failed, members agreed not to meet again until Monday, Nov. 29.

France Invites China to Join Big Four's Talks on Mideast

By Anthony Astrachan

UNITED NATIONS, N.Y., Nov. 21 (UPI)—France has asked China whether it wants to take part in Big Four consultations on the Middle East, diplomats from the Big Four missions report. Peking has not yet replied.

France and China are also expected to play notable roles in the General Assembly debate on the Middle East, which is expected to be held in early December.

Battle Near, Sadat Tells Suez Troops

(Continued from Page 1)

In the United Nations General Assembly on the Middle East crisis.

Cairo's authoritative daily, Al-Ahram, stressed today that diplomatic contacts would continue in preparation for the UN debate. The main purpose of the debate, Mr. Sadat said at the front, would be to obtain a resolution calling upon Israel to pledge to withdraw from the occupied Arab lands.

If such a pledge cannot be achieved, observers here contended today, Mr. Sadat appears firmly committed to undertaking military action after his visit directly to the officers and men along the Suez Canal.

The Cairo newspapers reported today that soldiers and officers had told Mr. Sadat they were eagerly awaiting the order to attack.

"We are ready for any sacrifice," pilots were said to have assured the president.

"Our motto is 'victory or death,' the commander of the northern sector of the canal front was reported to have declared.

Arab Joint Defense Talks

BEIRUT, Nov. 21 (UPI)—Arab foreign and defense ministers, as well as chiefs of staff, will meet in Cairo next Saturday to coordinate military strategy against Israel, Arab political sources said tonight.

The meeting of the Arab League's Joint Defense Council is one in a series of Arab conferences aimed at paving the way for a summit early next year, the sources said. The foreign ministers met in Cairo earlier this month and will meet again in December.

Poland Cuts Repatriation Of Germans

By James Feron

WARSAW, Nov. 21 (NYT)—Poland has sharply curtailed the flow of ethnic Germans to West Germany recently, according to informed sources here.

They say that those seeking to join relatives in West Germany, under an arrangement made a year ago in the treaty normalizing relations between Bonn and Warsaw, are often refused application forms or transit documents. The Polish view is that many of those applying are not entitled to do so.

West German Red Cross officials, who are handling the transfer with their Polish counterparts, arrived here last week in an effort to remedy the situation, apparent since September.

The issue focuses on former German nationals living in Poland's "western territories"—the 40,000 square miles of prewar Germany acquired by Poland under the 1945 Potsdam Agreement. The transfer is described in the Bonn-Warsaw treaty.

Polish and West German estimates of how many people are involved differ widely. The dispute was so far from compromise that it was finally omitted from the pact, initiated just a year ago.

According to the Germans, there are nearly 1 million even after the flight or ouster of several million just after World War II and the negotiated transfer a decade later of 230,000 others.

The Poles put the figure in the "few tens of thousands" at most, saying that the majority of those considered German by Bonn either are of Polish stock or have become Polish since then.

Polish officials are understood to consider many of the applicants fraudulent or "opportunistic," while the West German authorities are reported to be arguing that Polish education and even Polish names were often forced upon ethnic Germans who remained behind after the war.

Yachtman Rescued; 9 Days in Atlantic

LONDON, Nov. 21 (AP)—A 26-year-old British yachtman was rescued Friday after a nine-day ordeal aboard a rubber dinghy in the wintry Atlantic.

Radio Archon, a French maritime station, said he was picked up in the Bay of Biscay by the Norwegian tanker Polarvik.

Royal Air Force planes and a French warship began searching for Mr. Davies when his yacht, the Louisa, sank in the north-west tip of France Nov. 10. His companion, John Farr-Clarke, 29, was picked up from a life raft by a French trawler after 15 hours.

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TRADING—U.S. Commerce Secretary Maurice Stans (left) talking to Soviet Premier Alexei Kosygin in Moscow.

Stans Arrives in Moscow, Holds Talks With Kosygin

By Theodore Shabad

MOSCOW, Nov. 21 (NYT)—Secretary of Commerce Maurice Stans arrived in Moscow yesterday on an 11-day visit to the Soviet Union and met with Premier Alexei N. Kosygin to explore ways of expanding Soviet-American trade, which has been lagging behind Moscow's exchanges with other Western industrial nations.

Mr. Stans, who is the first member of President Nixon's cabinet to visit the Soviet Union, met with Mr. Kosygin for three and a half hours. Later, he said: "It was a very thorough and serious discussion in which a number of constructive proposals were advanced for more detailed study."

Today, Mr. Stans, 53, who is the first secretary of commerce of the United States to come to the Soviet Union, went sightseeing in Leningrad. He returns to Moscow tomorrow for talks on trade.

The visit has been described both in Washington and in Moscow as an element in the gradual improvement of climate between the two superpowers in preparation for President Nixon's visit to the Soviet Union next May.

The commerce secretary has taken a seemingly optimistic view of future trade prospects, suggesting that there was a potential of as much as \$5 billion worth of trade annually with the Soviet Union.

The Soviet Union's total volume of foreign trade last year was about \$25 billion, roughly two-thirds with other Communist countries.

Mr. Stans, in his discussions with Soviet ministers, including Nikolai S. Patolichev, the foreign trade chief, and Nikolai K. Baibakov, the economic planner, is expected to deal with Soviet demands for credits and eased exports of advanced American technology and to survey the Soviet Union's own potential for supplying goods of interest to the United States.

In an apparent goodwill gesture timed to coincide with Mr. Stans's visit, the Soviet Union announced today that it had granted a 10 percent discount on the price of Soviet goods to the United States.

He also is regarded as a proponent of Mr. von Thadden and his decision to represent a victory for the relatively moderate forces in the party anxious to counter charges that the NPD is an extremist and neo-Nazi organization.

Criticized by Radicals

Mr. von Thadden had come under fire from the more radical elements in the leadership who blamed his pursuit of respectability for the party's precipitous decline at the polls. However, in last night's showdown vote, Mr. Musgnug defeated the leader of the radical faction, Siegfried Poehlmann, by 259 votes to 189.

In accepting the results, he announced that he would continue Mr. von Thadden's policy of attempting to bring the NPD to power "through the polls and not through the streets."

He takes over a party whose fortunes are at their lowest ebb since its founding in 1964. During the 1960s, the party made substantial inroads with the electorate and won representation in seven of the 10 West German state legislatures.

Its initial successes caused considerable fears outside Germany of a revival of Nazism. Since 1969, however, when the NPD failed to win the 5 percent vote in the national elections necessary to qualify for the federal parliament, its course has been steadily downward.

It since has lost its representation in six state legislatures. And the expectation is that it will also be wiped out in Baden-Wuerttemberg when that state holds elections next spring.

Most political observers here have written the NPD off as all but dead. And, unless Mr. Musgnug can somehow arrest the trend, the party is expected to diminish to the status of the handful of tiny and impotent extremist organizations on the far right fringe of West German politics.

Strike Halts Italy's Trains For 24 Hours

200,000 Workers Out In Dispute on Raises

ROME, Nov. 21 (AP)—Railway service in Italy was halted today in a 24-hour strike of the nation's 200,000 trainmen.

The strike, called in a campaign for higher pay, more health protection and modernization of the rail system, was scheduled to end tonight and to be followed immediately by a one-day walkout of the rail system's maintenance and office workers.

The government said the union plan would add \$480 million to the \$1.1 billion deficit of the state-run railway system.

Other strikes were also held or scheduled.

Elementary school teachers threatened to walk out next Wednesday and Thursday in a dispute over career regulations.

Fishermen tied up their boats yesterday in a one-day protest for higher earnings and shepherds and farmhands scheduled one-day walkouts on a region-by-region basis this week. They also want more pay.

The country's tax offices are scheduled to be closed Nov. 29 and Nov. 30 in a wage dispute.

Newstands throughout the country plan to close at noon tomorrow in a half-day protest against the arrest of several vendors in Milan and Turin on charges of distributing obscene publications.

The union of customs inspectors declared a three-day nationwide strike, starting tomorrow, for better working conditions.

Strike at Alitalia in U.S.

NEW YORK, Nov. 21 (AP)—Two hundred union members have gone on strike here against Alitalia airlines.

According to a spokesman for the International Association of Machinists, the strike concerns a refusal by Alitalia to grant pay increases in contracts reached before President Nixon's wage-price freeze on Aug. 15.

Employees involved in the strike are ground personnel, including ticket agents, baggage handlers, cargo workers and commissary workers.

An Alitalia spokesman said operations had not been affected.

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HELPING HANDS—Cambodian soldiers carrying wounded comrade to safety after an ambush battle with North Vietnamese troops some 10 miles west of Phnom Penh.

U.S. Will Recall and Detoxify Defoliant Banned in Vietnam

By George C. Wilson

WASHINGTON, Nov. 21 (WF)—More than a million gallons of Agent Orange, the strongest U.S. defoliant used in the Vietnam war, are being shipped back to the United States. Its use has been banned since April, 1970.

Administration officials confirmed the plan Friday night, but would not give details other than to say that the substance was to be detoxified.

The chemical has been sprayed heavily over the Vietnamese countryside to take leaves off trees and to poison crops in a policy to deny the enemy cover and food. It is judged by U.S. scientists to be harmful to human and animal life.

In April, 1970, the Department of Agriculture found that the chemical compound 2,4,5-T posed an "imminent hazard" to human health. Orange is half 2,4,5-T and half 2,4-D.T.U.S. scientists have also stated that Orange contains another worrisome chemical, dioxin, which was not present in the herbicide when it was introduced.

Deputy Secretary of Defense David Packard banned the use of Orange in Vietnam immediately after the Agriculture Department determined it was hazardous, but critics said the ban came too late.

Through 1969, U.S. planes had sprayed 5.5 million acres of Vietnamese land with the chemical.

Vatican Aide Reports Gain in Polish Talks

ROME, Nov. 21 (UPI)—The Most Rev. Agostino Casaroli returned yesterday from talks with the Polish government and said that definite progress had been made toward normalization of Vatican-Poland relations.

Archbishop Casaroli, secretary of the Council of Church Public Affairs, said that the Warsaw talks were marked by "a noticeable closeness of positions, at least on some fundamental points."

He also is regarded as a proponent of Mr. von Thadden and his decision to represent a victory for the relatively moderate forces in the party anxious to counter charges that the NPD is an extremist and neo-Nazi organization.

Criticized by Radicals

Mr. von Thadden had come under fire from the more radical elements in the leadership who blamed his pursuit of respectability for the party's precipitous decline at the polls. However, in last night's showdown vote, Mr. Musgnug defeated the leader of the radical faction, Siegfried Poehlmann, by 259 votes to 189.

In accepting the results, he announced that he would continue Mr. von Thadden's policy of attempting to bring the NPD to power "through the polls and not through the streets."

He takes over a party whose fortunes are at their lowest ebb since its founding in 1964. During the 1960s, the party made substantial inroads with the electorate and won representation in seven of the 10 West German state legislatures.

Its initial successes caused considerable fears outside Germany of a revival of Nazism. Since 1969, however, when the NPD failed to win the 5 percent vote in the national elections necessary to qualify for the federal parliament, its course has been steadily downward.

It since has lost its representation in six state legislatures. And the expectation is that it will also be wiped out in Baden-Wuerttemberg when that state holds elections next spring.

Most political observers here have written the NPD off as all but dead. And, unless Mr. Musgnug can somehow arrest the trend, the party is expected to diminish to the status of the handful of tiny and impotent extremist organizations on the far right fringe of West German politics.

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Snow Causes Traffic Chaos Over Europe

Highways, Airport Railroads Affected

LONDON, Nov. 21 (AP)—Winter has a strong grip on Europe today, with heavy snow from Murmansk to the Aegean, high winds and West German highways closed off by roadblocks.

In France, snow was in the Pyrenees and Alps, where plows were working to keep roads open. All the mountain passes were closed.

Snow fell overnight south of Corsica, Police said, high winds in the bad, caused traffic jams which three persons died.

Christmas decorations installed on trees in the north of France were blown down by the storm and a few will replace them.

Swiss and German plows, leaving the north country deep in snow, will be back in the north of France "appalling" after a night's snow.

Three men were drowned in a sudden squall overturning dinghy near Margate, northern end of the Dover.

Already hit by rain, the Dover Strait saw slow road traffic often in the north and down the English Mountain chain, roads and power lines and some villages were in West Germany and the heavily populated North Rhine-Westphalia trying to clear the snow.

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مكتبة

Coal Board Head Questioned Laise Granted to Miners

By George Lardner, Jr.

WASHINGTON, Nov. 21 (WP).—The chairman of the Federal Coal Board, George L. Brown, was questioned yesterday by a Senate subcommittee on the government-approved increase in coal prices for the nation's coal mines.

Minors Waste Pentagon

WASHINGTON, Nov. 21 (AP).—Senate critics of the Pentagon's waste after a re-armed weapons technology in the

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THE PRESIDENTIAL TOUCH—Students from Cincinnati's Wyoming High School government class visited the White House Saturday and received an unexpected bonus when they met with, talked to and actually touched the 37th President of the U.S.

White House Hints at Veto

Senate Votes Today on Using Taxes for Presidential Race

By Spencer Rich

WASHINGTON, Nov. 21 (WP).—With a final Senate vote on the issue scheduled tomorrow, the White House has stepped up its campaign against a plan to give the Democratic and Republican nominees up to \$20.4 million each, and George Wallace up to \$4.3 million, for the 1972 presidential race.

Clark MacGregor, chief White House lobbyist on Capitol Hill, said at a news conference yesterday that if the campaign financing plan were attached to the President's tax bill, Mr. Nixon "would necessarily have to con-

Connally Denies Ambitions for '72

WASHINGTON, Nov. 21 (NYT).—John E. Connally last night disavowed any ambition to share the Republican ticket with President Nixon in 1972.

The Treasury secretary, a Democrat whose rapid rise to prominence in the Nixon cabinet and popularity in his native Texas has fueled speculation that he might replace Vice-President Spiro T. Agnew as Mr. Nixon's running mate next year, told a television panel of newsmen:

"I don't think it is in the cards. I don't think it is something the President will want to do. I don't think it is something the Republican party wants to do. I personally have no ambitions."

When one of the panelists followed this statement with a direct question, "You would not be interested?" Mr. Connally replied: "That's right."

9th Largest Contributors to Budget Of UN Are the Stamp Collectors

UNITED NATIONS, N.Y., Nov. 21 (AP).—Some members may be lagging in their financial support of the UN but not the world's stamp collectors—together they are the ninth largest contributor to the UN budget.

Hundreds of philatelists waited in a dozen lines 15 to 20 deep Friday to make first-day purchases of a commemorative stamp showing a reproduction of a painting by Picasso.

Eighty-five percent of all UN stamps sold are never used, UN officials say, and as a result the UN postal administration showed a profit of \$3.85 million last year on total revenues of \$6 million.

The \$3.85 million, more than the regular assessment for all but eight member nations, was used to reduce the total amount of money the UN sought through assessments.

The new stamp, the eighth and last UN issue this year, shows a painting of Picasso's daughter Maia, then a child, watching a winter's first storm.

By special resolution of the General Assembly, profits from the Picasso stamp will go to the UN International School in New York and to a similar school in Geneva. The New York school has 1,080 pupils, most of them children whose parents are connected with the UN.

Wildlife Toll At Amchitka Called Large

Alaskan Game Official Disputes AEC Report

ANCHORAGE, Alaska, Nov. 21 (NYT).—Alaska's fish and game commissioner, Wallace H. Noerenberg, yesterday disputed the Alaska Energy Commission's assessment of environmental damage that resulted from the Canik nuclear test Nov. 6 on Amchitka Island in the Aleutians.

Mr. Noerenberg said "I'm disturbed that the AEC was so quick to say there was no damage from the Canik test. It shows the crew hadn't really looked anything over before that declaration."

He also said, "There is a credibility gap" between the AEC's environmental assessment made public Friday and the findings of Alaska Fish and Game Department marine biologists.

The AEC said it had observed 16 dead sea otters on the Pacific Ocean side of Amchitka and two dead otters on the Bering Sea side. A spokesman, Henry C. Verducci, said, "It is not believed likely that more explosion-injured sea otters will be discovered." He added that 16 birds, four seals and hundreds of dead fish had been found.

But Mr. Noerenberg said that Karl Snyder, a state biologist on Amchitka, had reported "hundreds of otters, hundreds of birds and probably thousands of fish were killed" by the underground blast.

Mr. Snyder was said to have estimated that "200 to 300 otters died and were buried by rock falls along Amchitka's coast or were swept out to sea by a storm."

Mr. Noerenberg added, "Following the blast, stable populations of birds of other on each side of the island adjacent to the Canik site were missing and not accounted for on the beach or offshore." The AEC spokesman said helicopter surveys "have indicated a lessened number of sea otters in the Bering Sea near the Canik site as compared with before the test."

In June, when the AEC released an environmental impact prediction about Canik, it said that "between 20 to 100 otters would be affected" by shock waves.

The AEC says that the animal and fish populations at Amchitka will be back to normal "within a few years." Mr. Noerenberg and his biologists say it will take five years or longer for the other colonies and fish beds to recover.

New Cunard Liner Delayed by Trouble

SOUTHAMPTON, England, Nov. 21 (AP).—Britain's newest cruise liner, the Cunard Adventure, has had propeller trouble on its maiden voyage, the Cunard Line said tonight.

The ship, built in the Netherlands, was scheduled to arrive in Lisbon this afternoon but now is not expected there before tomorrow morning because of reduced speed. Cunard said there was no danger and repairs would be carried out in Lisbon.

47 Cuba Refugees Arrive in U.S. Via Honduras

TAMPA, Fla., Nov. 21 (Reuters).—A three-month odyssey ended here when 47 Cuban refugees arrived in a Honduran lobster boat.

There were 22 men, 13 women and 12 children in the 60-foot boat. One of the children was born in Honduras.

It was early September when the group seized a fishing boat on the south coast of Cuba and set out for Honduras. Diesel fuel ran out and under a makeshift sail westerly winds drove them toward Central America.

After nine days at sea, they reached Puerto Cortes in Honduras. The Honduran government refused them working permits. A week ago, three of them joined the crew of the lobster boat Coral Rock III.

The three smuggled the rest on board, and when they appeared on deck the captain gave in and changed course for Miami.

But they ran into the full forces of tropical storm Laura and spent a storm-tossed week until they reached Tampa yesterday.



Donald Miller

Black Executive Gets Pentagon Civil Rights Job

WASHINGTON, Nov. 21 (AP).—Secretary of Defense Melvin R. Laird has named Donald L. Miller, a black shipbuilding executive, to be the Pentagon's new civil rights chief.

Mr. Miller will have to grapple with service racial problems described by some congressmen as explosive. Mr. Miller, 39, industrial relations vice-president of General Shipbuilding Corp. of Brooklyn, will take over the \$35,000-a-year job Dec. 1. His appointment was announced Friday.

A retired Army major from Bergenfield, N.J., Mr. Miller will become one of the highest ranking blacks in the Pentagon's civilian hierarchy.

He will replace Frank Rinder, who resigned under pressure 12 weeks ago after a Pentagon spokesman said Mr. Rinder felt not enough had been done to end racial discrimination in the armed services.

U.S. to Give Up 3 Tiny Islands To Honduras

TEGUIGALPA, Honduras, Nov. 21 (AP).—The United States is giving up three square miles tomorrow when a special emissary of President Nixon signs the Swan Islands over to Honduras.

Robert H. Finch, on a Latin American fact-finding tour for Mr. Nixon, is to preside at the ceremony which will turn over the three tiny islands.

Senate ratification will be necessary but the United States two years ago recognized the Honduran claim of sovereignty over the sandy islands which lie 100 miles off the Honduras coast. The United States established sovereignty over the islands in 1856.

Tokyo Protests Against Okinawa Treaty Continue

TOKYO, Nov. 21 (AP).—A small number of workers and students continued demonstrations around the parliament building today to protest terms for Okinawa's return from U.S. to Japanese rule next year. There were no reports of violence.

Police said that about 3,000 workers and students had planned to participate in this most recent of a series of daily demonstrations. But only about 750 took part.

The Socialist and Communist parties—together with the General Council of Trade Unions, Japan's largest labor organization—say that they will continue daily demonstrations around the building. They oppose plans for a combined U.S. military presence on Okinawa after its reversion to Japan.

Molten Iron Kills 17

MEXICO CITY, Nov. 21 (AP).—An industrial accident in a steel mill at Monterrey killed 17 workers and severely burned 12 when a 275-ton crucible spilled molten iron over the men while being moved by an overhead crane Saturday.

Rehnquist Denies Challenging Negroes at Polls in Arizona

By Fred P. Graham

WASHINGTON, Nov. 21 (NYT).—William H. Rehnquist, a nominee to the Supreme Court, denied yesterday accusations that he had challenged the qualifications of Negro voters and had belonged to a right-wing group in his home city of Phoenix, Ariz.

In a 24-page, point-by-point reply to questions posed by four liberal Democrats on the Senate Judiciary Committee, Mr. Rehnquist also denied having said he was against all civil rights laws—as a black Arizona state senator, Cloyes Campbell, has charged.

Mr. Rehnquist's answers to 15 detailed questions posed by the Democratic senators appear to contain no statements that could provide ammunition against him when the Judiciary Committee meets on Tuesday to vote on his nomination. The committee will also vote then on the nomination of Lewis F. Powell Jr. of Virginia.

Recall Rejected
The written question-and-answer procedure was decided upon by the Judiciary Committee after it refused to recall Mr. Rehnquist for a final day of hearings to answer charges that he had intimidated Negroes at a Phoenix precinct in 1964 as part of a Republican effort to "challenge" Democratic voters. He was also reported to have joined two right-wing groups, Arizona for America, and For America.

The committee arranged to have written questions submitted by the four Democrats—Buck Bay of Indiana, Edward M. Kennedy of Massachusetts, Philip A. Hart of Michigan and John V. Tunney of California.

In his answer Mr. Rehnquist, now a U.S. assistant attorney general, surveyed his role as a Republican election worker from 1958 to 1968 in Phoenix, and declared that "in none of these years did I personally engage in challenging the qualifications of

any voters." He added that he had a leadership position in giving the challengers legal training, but that he did not recruit them.

Mr. Rehnquist said that the challengers' purpose was to discourage voting frauds by providing a Republican presence at heavily Democratic precincts.

"I have never been a member of Arizona for America, or For America," he added.

In response to newspaper reports that he appeared as a panelist in 1958 with three nationally known right-wing figures at a meeting sponsored by Arizona for America, he said he now has no recollection of the event but has "no reason to dispute the newspaper accounts."

Rallies in U.S. For, Against Abortion Laws

WASHINGTON (WP).—More than 2,500 demonstrators marched down Pennsylvania Avenue yesterday to a rally on the Capitol grounds to urge the repeal of laws that prohibit abortions.

While the pro-abortion rally was taking place on the west front of the Capitol, another 350 demonstrators opposing abortion marched to the Capitol's east front.

There they held a brief rally on the Capitol steps, presented a petition to Rep. Lawrence J. Hogan, R., Md., and then dispersed. The opposing groups did not meet.

In New York, about 5,000 persons gathered for an orderly anti-abortion rally near Central Park. About 1,500 women had marched two miles down Fifth Avenue in a protest against the state's liberalized abortion law. There were no counter demonstrations.

San Francisco
In San Francisco, several thousand people participated in rallies both for and against abortions. About 2,500 men and women seeking repeal of anti-abortion laws marched through the downtown area to City Hall, carrying signs and banners.

A quieter rally by the Pro-Life Council with several hundred people was held at Union Square in the city.

The larger rally in Washington, sponsored by the Women's National Abortion Action Coalition, attracted demonstrators from Eastern and Midwestern cities but did not approach the 10,000 turnout estimated earlier in the week.

The marchers included men and children as well as women, although most of the protesters were women under 35.

Figures
ATLANTA, Nov. 21 (UPI).—In New York State, one child was legally aborted for every two delivered alive last year, according to a U.S. government study.

The National Center for Disease Control reported Friday that there were 180,000 legal abortions in 19 states and the District of Columbia during 1970. The largest number in any state was 87,530 in New York, which began giving abortions to nonresident women July 1, 1970.

Young Democrats Draft Platform

HOT SPRINGS, Ark., Nov. 21 (AP).—The Young Democrats' national convention pledged last night to support only those presidential candidates who are committed to immediate and complete withdrawal of U.S. forces from Southeast Asia.

The delegates, ending a four-day convention, completed work on a platform that blamed U.S. involvement in Indochina on "the undue amount of influence of the military in our society."

The platform includes calls for: • Amnesty for those who have been dishonorably discharged for refusing to serve in Vietnam, or who have left the country or been imprisoned because of opposition to war.

• Abolition of the death penalty. • Repeal of "unjustifiable laws" on marijuana possession. • Legislation to guarantee a family of four an annual income of \$6,500. • Reduction of U.S. forces in Europe.

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The unfortunate fact is that the official

—From *Kurier* (Vienna).

PARIS—There is an old saying that "manners make the man." If it be true, as many allege, that bad manners are more general today than ever before, there must be some reason for it. The importance of good manners can hardly be over-estimated. And the lack of them is it from bad training, or lack of it; callousness; or is it just plain indifference? We must remember that if we wish courtesy to be shown us, we must first show it ourselves.

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Bonds	High	Low	Last	Net
Abt. 6 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 6 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 6 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 7%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 7 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 7 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 7 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 7 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 7 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 8 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 8 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 8 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 8 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 8 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 9%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 9 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 9 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 9 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 9 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 9 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 10%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 10 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 10 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 10 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 10 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 10 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 11%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 11 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 11 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 11 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 11 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 11 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 12%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 12 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 12 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 12 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 12 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 12 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 13%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 13 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 13 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 13 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 13 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 13 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 14%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 14 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 14 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 14 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 14 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 14 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 15%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 15 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 15 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 15 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 15 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 15 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 16%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 16 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 16 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 16 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 16 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 16 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 17%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 17 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 17 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 17 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 17 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 17 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 18%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 18 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 18 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 18 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 18 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 18 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 19%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 19 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 19 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 19 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 19 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 19 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 20%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 20 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 20 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 20 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 20 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 20 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 21%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 21 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 21 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 21 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 21 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 21 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 22%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 22 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 22 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 22 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 22 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 22 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 23%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 23 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 23 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 23 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 23 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 23 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 24%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 24 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 24 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 24 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 24 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 24 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 25%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 25 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 25 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 25 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 25 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 25 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 26%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 26 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 26 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 26 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 26 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 26 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 27%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 27 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 27 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 27 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 27 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 27 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 28%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 28 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 28 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 28 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 28 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 28 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 29%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 29 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 29 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 29 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 29 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 29 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 30%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 30 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 30 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 30 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 30 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 30 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 31%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 31 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 31 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 31 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 31 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 31 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 32%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 32 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 32 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 32 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 32 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 32 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 33%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 33 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 33 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 33 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 33 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 33 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 34%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 34 1/8%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 34 1/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 34 1/2%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 34 3/4%	107 1/2	107 1/2	107 1/2	+ 1/2
Abt. 34 7/8%	107 1/2	107 1/2	107 1/2	+ 1/2

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	High	Low	Last	Chg.
30 Industri.	829.86	824.83	812.87	-1.21
30 Transp.	234.84	216.61	215.22	-1.22
	112.15	106.08	111.01	-0.57
65 Comb.	289.29	279.55	283.56	-1.54
Standard & Poor's				
500 Stocks	63.83	60.85	61.51	-0.85

[illegible]

Due	Bid	Asked	Yield
Nov. 26	4.88	3.84	3.90
Nov. 30	4.80	3.80	3.88

changed: 187.
New highs 13; lows 254.

		Week Ended Nov. 20, '71				
		Sales	High	Low	Close	Chg.
Dec. 23	2.06	3.89	3.78			
Dec. 22	2.09	3.72	3.72			
Dec. 21	2.07	3.77	3.81			
Dec. 20	2.12	3.90	3.87			
Dec. 19	2.12	3.90	3.87			
Dec. 18	2.12	3.97	4.11			
Dec. 17	2.12	3.97	4.11			
Dec. 16	2.12	4.03	4.15			
Dec. 15	2.12	4.03	4.15			
Dec. 14	2.12	4.03	4.15			
Dec. 13	2.12	4.03	4.15			
Dec. 12	2.12	4.03	4.15			
Dec. 11	2.12	4.03	4.15			
Dec. 10	2.12	4.03	4.15			
Dec. 9	2.12	4.03	4.15			
Dec. 8	2.12	4.03	4.15			
Dec. 7	2.12	4.03	4.15			
Dec. 6	2.12	4.03	4.15			
Dec. 5	2.12	4.03	4.15			
Dec. 4	2.12	4.03	4.15			
Dec. 3	2.12	4.03	4.15			
Dec. 2	2.12	4.03	4.15			
Dec. 1	2.12	4.03	4.15			
Nov. 30	2.12	4.03	4.15			
Nov. 29	2.12	4.03	4.15			
Nov. 28	2.12	4.03	4.15			
Nov. 27	2.12	4.03	4.15			
Nov. 26	2.12	4.03	4.15			
Nov. 25	2.12	4.03	4.15			
Nov. 24	2.12	4.03	4.15			
Nov. 23	2.12	4.03	4.15			
Nov. 22	2.12	4.03	4.15			
Nov. 21	2.12	4.03	4.15			
Nov. 20	2.12	4.03	4.15			
Nov. 19	2.12	4.03	4.15			
Nov. 18	2.12	4.03	4.15			
Nov. 17	2.12	4.03	4.15			
Nov. 16	2.12	4.03	4.15			
Nov. 15	2.12	4.03	4.15			
Nov. 14	2.12	4.03	4.15			
Nov. 13	2.12	4.03	4.15			
Nov. 12	2.12	4.03	4.15			
Nov. 11	2.12	4.03	4.15			
Nov. 10	2.12	4.03	4.15			
Nov. 9	2.12	4.03	4.15			
Nov. 8	2.12	4.03	4.15			
Nov. 7	2.12	4.03	4.15			
Nov. 6	2.12	4.03	4.15			
Nov. 5	2.12	4.03	4.15			
Nov. 4	2.12	4.03	4.15			
Nov. 3	2.12	4.03	4.15			
Nov. 2	2.12	4.03	4.15			
Nov. 1	2.12	4.03	4.15			
Oct. 31	2.12	4.03	4.15			
Oct. 30	2.12	4.03	4.15			
Oct. 29	2.12	4.03	4.15			
Oct. 28	2.12	4.03	4.15			
Oct. 27	2.12	4.03	4.15			
Oct. 26	2.12	4.03	4.15			
Oct. 25	2.12	4.03	4.15			
Oct. 24	2.12	4.03	4.15			
Oct. 23	2.12	4.03	4.15			
Oct. 22	2.12	4.03	4.15			
Oct. 21	2.12	4.03	4.15</			

[illegible][illegible][illegible]

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الشرق الأوسط

A SPECIAL REPORT

West German Banking and Finance

An Interview With Karl Klasen

...in Germany all share the view that the present effective valuation of the D-mark is too high. It is difficult to say what of the dollar would be right...



Dr. Karl Klasen

FURT—Karl Klasen, a member of the Social Democratic Party since 1931, became chairman of the Deutsche Bundesbank after Chancellor Willy Brandt took office in 1969. He is a former director of the Federal Reserve Bank of New York, and before taking the job, he was in charge of the Federal Reserve Bank of New York's international operations. In the interview, he spells out his views on the banks, the dollar, and the world economy. He says that the continuation of the mark's high value is a threat to the balance of payments. He says that the mark is too high, and that it is difficult to say what of the dollar would be right. He says that the mark is too high, and that it is difficult to say what of the dollar would be right. He says that the mark is too high, and that it is difficult to say what of the dollar would be right.

In any case, I am not thinking of a very substantial dollar devaluation. Q—Do you think such a dollar devaluation is actually necessary from an economic-financial point of view, or is it more important as a demonstration to encourage other countries? A—I would not say that it is a demonstration. It would, rather, be a measure making it politically easier for some countries to arrive at a proper realignment of their parities. It is much simpler for a country to do nothing—that is, in the event of a dollar devaluation not to follow suit—than to come to the decision that it must itself upgrade or upvalue more. Secretary Connally was right here when he said in his speech to the International Monetary Fund that in economic terms it basically makes no difference how the result the Americans want to achieve is arrived at. But we wish to choose the most practical route, after all.

Q—In your Hamburg speech, you said Germany must have some sort of exchange controls. Do you think the plans for reserves against corporate borrowing overseas will be sufficient, or is there a chance more direct restrictions will have to be imposed? A—I did not use the term "exchange controls." What is meant here is the forthcoming law prescribing reserves against corporate borrowing abroad. The central bank welcomes this law, and wishes that in practice it should be applied not too generously, but strictly.

Credit Policy

Q—In your opinion, are the commercial banks regulated strictly enough today? A—In Germany we have a very liberal and free system for banking, and on the whole we regard it as adequate. This does not rule out the possibility of it proving necessary in the future to enlarge or to change the instruments. (Continued on Page 12, Col. 6)

Mutual Funds

FURT—The shape of mutual fund market in many has changed substantially in the past two-and-a-half years. Once the happy ground of flashy, foreign investors who threatened to leave the scene, mutual fund companies the field. fund competition today sharply reduced, largely by factors: a crisis of confidence following the loss of 108, Gramco and a growing foreign funds. German funds' sales have declined in 1970; per capita income has improved and new investors have cashed shares. In contrast, man investors have shared foreign fund shares bought in every month since May 1970. presents a major turn- in 1968, 36 percent of fund sales here were in foreign funds. In 1969, foreign funds were 40 percent of total fund sales. In 1970, foreign funds were 39 percent of total fund sales.

German acceptance has grown considerably, but the country is still a virtually untapped market.

many countries have done, West German officials say they have only tried to give investors in foreign and domestic funds the same kind of protection. Under the new law, foreign funds must register with the Bundesanstalt für das Kreditwesen, a federal regulatory agency, appoint a West German representative and a West German bank to act as custodian. They must also disclose pertinent financial data and comply with specific rules on advertising and selling methods. (Foreign funds which are already listed on a West German stock exchange or which are only sold privately are exempt from the law.) West German funds already comply with similar regulations. They also must name a custodian bank and their directors must meet specific requirements. Certain investments and practices

are prohibited, including purchase of letter stock, investment in certain over-the-counter securities and "short sales."

BKW has not completed its examination of the 162 foreign funds which have asked for registration under the new law. But of the 80 funds examined thus far, only eight have passed muster. (The other 72 either withdrew their applications voluntarily or were rejected.) Only two offshore funds were okayed, and one of these decided to forgo the opportunity of selling in Germany. Funds which are already registered with the U.S. Securities and Exchange Commission have not been examined, but BKW has said it expects most of them to pass.

Further curbs over foreign funds may be in the making. (Continued on Page 12, Col. 4)



WEST GERMANY'S aggressive banking and financial institutions played a major role in financing the country's booming recovery from World War II, and now they are reaping the rewards.

But bankers, businessmen and financiers alike are afraid the glittering economic miracle is becoming tarnished.

Business, whose exports have already been damaged by the revaluation of the mark, is caught in the pincers of inflation and declining sales. Stock prices have dropped five percent since January.

Industry is cutting its commitments—steel-makers are reducing their output 10 percent, capital goods production has dropped below its 1962 level, and unemployment is rising.

The cost of living has risen almost six percent in the last year, while wage costs are up 12.5 percent.

Deutsche Bank, the nation's largest, made a survey of 700 business clients and found declining profits, sharply rising production costs and reduced capital spending.

"There is hardly any company in the country that is not revising its capital spending program

downward now," the bank's chairman, Franz Heinrich Ulrich, reported.

Ulrich has said bluntly several times that he fears a "chain reaction" loss of confidence will lead to a serious recession next year.

The Bonn government insists no major downturn is in the cards, but the reassurances have done little to salve business fears.

On the other side of the equation, German workers are already feeling the effects of the new mood. Companies have cut overtime, put some employees on shorter schedules, and unemployment is rising.

The country's five major economic institutes made some bleak predictions for 1972: A substantial rise in unemployment, almost no economic growth, and declining investment by industry.

Deutsche Bank's Ulrich, for one, insists the situation is even bleaker than the institutes say. He and other business leaders also worry about the continued growth of American capital investment abroad at a time when the United States needs to convert its balance of payments from a large deficit to a surplus.

They also think the mark's effective revaluation against the dollar, which at one point went over 10 percent, is too high. More recently it has been in the 9.5 percent range.

The Mark

FRANKFURT—Almost seven months after the mark was cut free to find its own exchange rate, the floating had become a very real peril to exporters and caused a serious public split in the West German government.

The cabinet feud threatened to spread from a family fight into a nationwide political issue, an ill omen for Chancellor Willy Brandt's tenuous parliamentary coalition.

The focal point of the argument was Economics and Finance Minister Karl Schiller, the guiding force behind the 1971 float and a major participant in the revaluation of 1969. He was economics minister in Chancellor Kurt Georg Kiesinger's "Grand Coalition" and remained to hold both the economics and financial portfolios in Mr. Brandt's government.

Behind all the controversy—a considerable amount of which found its way into the press—remains clear that the mark is the Western world's most sought-after currency. And when the dust settles around the chaotic international financial situation, it is likely to keep its No. 1 position in Europe.

The arguments swirling around Mr. Schiller in the cabinet reflected fears that the revalued mark might bring on domestic political problems. He drew fire from both sides—Defense Minister Helmut Schmidt, a fellow Social Democrat, and Foreign Minister Walter Scheel, whose small Free Democratic party gives Mr. Brandt his slim majority in the Bundestag.

More important than the internal fights, the uncertainty about the mark's exchange rate and the steep rise in its free-market value have alarmed German exporters.

They are scared now of a recession such as the one West Germany went through in 1967. Then they could depend on exports to keep them afloat, but now they fear that the floating mark—and its accompanying price increases overseas—may close that avenue.

Germany's biggest market is France, but the combination of the franc's 12 percent devaluation in 1969, the mark's 8 percent upward valuation that year and the current effective revaluation of almost 10 percent have lifted the currency balance almost 30 percent in France's favor.

The United States is West Ger-

many's third most important trading partner, following the Netherlands. Germany exported 11.4 billion marks in merchandise to the United States last year (against 12.1 billion in imports), and although the negative trend turned around during the first half of this year, the surplus was small.

Despite a surplus of 277 million marks overall in August, German exporters are still afraid

of the potential effect of revaluation.

Mr. Schiller has gone out of his way to soothe them, but the doubt remains. Volkswagen, the nation's biggest manufacturer, said last summer it would lose 60 million marks a year for each 1 percent the mark floated upward. Bayer Chemical estimated a loss for the same rate of revaluation at 35 million marks, and the national airline, Lufthansa, said

each percentage point would cost it 7.2 million marks a year.

Farmers are another group pained by the currency changes. Their earnings depend on a complex formula worked out by the European Economic Community based on the exchange value of each country's currency against the dollar.

Added to all this is a nagging fear that the country may be headed for a recession. The

major companies are cutting back their expansion plans and talking of less overtime and shorter hours for their workers. The president of the Federal Labor Institute predicted last month that joblessness would rise and that the number of foreign workers in West Germany might drop by 40 to 45 percent, although he gave no time estimates.

The nation now has an un-

German Banks

By John M. Pearce

FRANKFURT—German banks, twice burned when they lost their foreign properties after the two world wars, are gingerly testing the waters again.

The banks already are masters of almost all they survey in Germany, and now they are rapidly forming alliances with other European banks against the eventual full integration of the Common Market.

Until recently they depended on representative offices and cor-

respondent banks to handle their foreign business. But two months ago, Commerzbank—the oldest of the three largest privately held banks but still a massive institution—opened a branch office in the heart of New York's financial district.

The trend in German banking is leading inexorably toward huge, all-encompassing organizations with their headquarters in Frankfurt. Although the scene is still dominated by the "Big Three"—Deutsche Bank, Dresdner Bank and Commerzbank—they are overshadowed in business volume by the massive publicly

owned Westdeutsche Landesbank-Orientale of Düsseldorf.

Despite the Big Three's dominance of the market, at the end of last year there were 8,549 separate banks with 32,251 branches in West Germany. About 200 operate in Frankfurt, the de facto financial capital.

In contrast, the country had 13,388 banks in 1957. Mergers have reduced the number steadily since then—887 credit institutions were swallowed up in 1970 alone.

German bankers do not view the combination of the late 1950s and early 1960s as pure mergers,

because the post-World War II occupation powers split the Big Three into 20 parts. Laws passed in 1962 and 1963 enabled them to recombine, and they long ago reached their prewar strength.

Not all of Germany's banks are held privately by stockholders, partnerships or proprietors, however. Many are publicly owned local or regional Sparkassen, or savings-and-loan associations, although they also offer checking accounts and the other far-reaching services of a German commercial bank.

"Every little town has its city or district Sparkasse," Otto Knappertbusch, a deputy member of Commerzbank's management board, said in an interview. "In many cases," he added, "the local Sparkasse is bigger than the local branches of the Big Three."

Relations are not always warm between the big private banks and the local savings banks. One reason, Mr. Knappertbusch said, is that about 20 percent of the Big Three's deposits are savings, while the Sparkassen's 80 percent gives them the ability to put up strong competition for loans.

In addition, he contended, the local savings banks are normally content with a smaller profit than the big banks, and they have a lower tax rate.

In Good Shape

But despite the competition, the private German banks, with emphasis on the Big Three, are in good shape. Deutsche Bank's annual report said "critical tensions and a high-interest-rate policy" cut into its gains last year, but it was nevertheless able "to close 1970 with a satisfactory operating result." It had profits of DM 86.4 million, down from DM 120 million in 1969.

The other two members of the Big Three club reported similar profit drops. Dresdner Bank earned DM 72 million, down from DM 88 million the year before, while Commerzbank had a DM 59.5 million profit, compared to DM 62.5 million in 1969.

Despite the reduced profits, the banks maintain dividends at their 1969 levels by cutting payments to their reserves.

They also increased their business volume. Deutsche Bank's showed a 10.3-percent boost to DM 22.1 billion. Dresdner Bank's volume rose 18.1 percent to DM 22.1 billion, while Commerzbank increased its business by 12.6 percent to DM 18 billion.

Westdeutsche Landesbank of Düsseldorf, which was formed in 1969 from the merger of two giro institutions in the state of North Rhine-Westphalia, boosted its volume a respectable 13.2 percent to 34.7 billion. But all were overshadowed by the No. 4 joint-stock bank, Bayerische Hypothek und Wechsel Bank of Munich, whose volume jumped 24.1 percent to almost DM 13 billion.

All Services

Unlike their American counterparts, German banks—including the Sparkassen—are universal banks, offering any and all banking services, from checking accounts to securities advice and

Foreign Banks 'Customers are going back to their German banks in droves,' one foreign banker says.

By Janet Pearce

FRANKFURT—Nothing illustrates the growth of West Germany's economic importance better than the pell-mell rush of foreign banks to set up shop here in recent years.

Although American institutions have led the pack, British and French banks have also expanded their German operations, and so have the Japanese. Banks from Brazil, South Korea, Spain, Iran and Jordan have branches here, and the Bank of Nova Scotia and the National Bank of Greece are among the newest arrivals.

Although the influx may be slowing, still more growth is expected. Two more U.S. banks and another British one have already announced plans to begin operations here. In addition, the Russians will arrive on the scene soon. Just two weeks

ago, they announced plans to open a bank in Frankfurt, the first Soviet bank in West Germany.

There are now 11 U.S. banks operating in Germany. Four of them—two are wholly-owned German subsidiaries—arrived since 1969. During that same period, U.S. banks already located here opened eight new branches.

The three largest American banks are Bank of America, First National City Bank and Chase Manhattan Bank. Bank of America operates three branches under its own name; more than 20 are run by its totally owned subsidiary, Centrale Credit A.G. First National City has six branches in West Germany, while Chase Manhattan operates five. In addition to the military bank that serves the U.S. Army European headquarters at Heidelberg.

A lot of the U.S. banks here make their living in the lucrative

Eurodollar market. Now that the Bonn government has threatened to place reserve requirements on corporate borrowing abroad, their prospects may not be as bright. German companies' Eurodollar indebtedness dropped sharply in August and September as they paid back loans. If the trend continues, it could have serious repercussions on the operations of foreign banks.

"Many customers are going back to the German banks in droves," one banker said. Companies are hesitant to borrow Eurodollars now because the reserve requirement on top of the regular interest charge would make the cost prohibitive, he explained.

Most of the larger foreign banks have no interest in retail banking as such. They are here to lend money to big, multi-na-

(Continued on Page 12, Col. 3)

The Stock Market

FRANKFURT—The stock market in West Germany isn't yet the average man's playground, but ownership of securities is growing much faster than in the United States—and so is the market.

The number of German shareholders jumped more than 400 percent during the 1960s, from 1 million to 4.6 million, compared to an increase of less than three times in the United States. But despite the phenomenal growth—reflection of the booming economy—only 7 percent of German households own stocks, compared to 15 percent of Americans.

The German exchanges have suffered from the same malaise that has sent stock indexes tumbling all over the world. Since the first of the year, stock values have fallen five percent, compared to 1.6 percent in the United States. Although the drop could have been worse—Italy's stocks have plummeted more than 17 percent—it is enough to feed the ready talk of recession.

Even though Germany is the unquestioned economic strongman of Europe, trading volume on its eight Börsen is only a fraction of New York's. But its stock listings are growing faster, thanks mainly to the clamor of foreign companies for admission. They more than replace German firms whose names come down from

A German exchange is a financial super-market... It operates almost entirely under self-regulation.

the trading boards as they merge into oblivion. Despite the growth, however, the average middle-class German does not participate in the market or consider it a basic part of his financial security. Nor is the market's condition considered important economic news for the masses.

Brief Summaries

Many newspapers publish at least a brief market summary, but the most detailed reports are printed by the banks as daily leaflets—and even they do not cover every stock traded.

The impact of public ownership on the German economy is still far from what it is in the United States. Asked to compare them, a specialist for one German bank said the total market value of common stocks here is about 120 billion marks, while the nation's gross national product is 750 billion marks—about six times as great.

In the United States, he pointed out, stock value totaling \$800 to \$900 billion almost equals the trillion-dollar GNP.

The exchanges here had to face

the same crush of heavy trading that nearly brought Wall Street to its knees in the late 1960s. But out of it emerged a streamlined market.

Only the distinctive German trading style of fixed daily prices survived. Old back-office methods have already been exchanged for modern computer operations in Frankfurt and Düsseldorf, the two largest Börsen, while the switch is near in third-place Munich.

For the five others—Hamburg, Hanover, Bremen and Stuttgart, plus Berlin—it is the inevitable wave of the not-too-distant future.

A German exchange is a financial supermarket where listed and unlisted stocks, bonds and foreign currency can be bought or sold. It operates almost entirely under self-regulation and although each land (or state) has a commissioner, there is nothing comparable to the U.S. Securities and Exchange Commission. The basic guideline is still the original Stock Exchange Law of 1896.

All trading is done through

(Continued on Page 12, Col. 5)



The floor of the stock exchange at Frankfurt.

Foreign Exchange

FRANKFURT.—The summer's monetary upheavals added an edge of uncertainty to West Germany's foreign-exchange markets, but the dealings went on much as before.

The floating of the mark on May 10 and of the dollar three months later gave the markets the air of stock exchanges. They lost their old image as places for trading commodities at almost fixed prices.

From day to day there was uncertainty about trading rates, although the trend became clear when President Nixon cut the dollar loose—it fell, while the mark continued its rise.

The same pattern might have gone on unchecked without the Bundesbank's decision in mid-September to once again buy dollars, which it had not done since the mark was floated.

The decision—made jointly with the government—followed fears that the widening gap between the dollar and the mark would endanger West German exports.

Dealers Approve

Bundesbank president Karl Klasen said the bank had not decided to intervene at any particular exchange rate, but would

take steps "so as not to let the dollar fall endlessly."

The view was supported by foreign-exchange dealers for the banks. One said, "All they [the banks] want to do is avoid too hectic changes."

Foreign-exchange dealings in Germany are held on two levels: the official market, which is a nationwide adjunct of the stock exchanges, with rates set in Frankfurt, and the unofficial market, among the banks and between individual banks and the Bundesbank.

On the Bourse, the official price is set each day, while the inter-bank market is free of formally set rates.

The Bundesbank also has a seat on the official market (Devisenbörse) here. While its Bourse transactions are made in public, it surrounds its private dealings with secrecy.

Official trading between the mark and 15 foreign currencies takes place temporarily in a high-ceilinged room on the second floor of the Frankfurt Stock Exchange a dozen steps from the visitors' gallery above the stock trading floor. The usual site is being rebuilt.

Formal trading lasts only one hour—from 1 p.m. to 2 p.m.—but

official sales and purchases between banks go on all day. It is impossible to determine how the total sales are divided, but one exchange official estimates that half is done outside normal trading hours.

The official trading day begins minutes before 1 p.m., when representatives of the German banks and sometimes the two American banks that are exchange members take their seats around a U-shaped table. Each has at least one telephone connected to his bank, and the bigger banks also have telephone booths at the other end of the room for private conversations.

Blackboard for Prices

At the open end of the "U" sits a table for three men—the Kursmakler, who takes orders and sets the prices—and behind them is the blackboard where the prices are listed.

The dollar's price is the first to be set. When trading opens, the banks' representatives give their orders in soft voices that contrast with the shouts heard from the nearby stock trading floor. At the same time, the

Kursmakler speaks rapidly into one and then another of the forest of grey telephones on their desk, taking orders from other exchanges.

He balances the buy and sell orders, then fixes a price designed to insure the highest turnover.

When the Bundesbank intervenes during formal market hours, it has its agent—who always sits to the left of the Kursmakler—at the end of the U-shaped table—bid for dollars just like any commercial bank.

Even when the seat is empty, as it frequently is, a Bundesbank representative is usually there to watch.

"Five million for the Deutsche Landesbank," the Kursmakler called out a recent day as a large order came in. There was an order from Chase Manhattan Bank, and a babble of others, each to be written in the Kursmakler's order book.

After 15 minutes the orders were in and the Kursmakler announced the price.

The watching crowd of Bourse employees and interested bankers melted away, and the three Kursmakler began taking orders for other currencies.

The trend became clear when President Nixon cut the dollar loose—it fell, while the mark rose.

The Stock Market

(Continued from Page 11)

the banks, the only legal brokers for the public.

German companies list their stocks less frequently than U.S. firms because, as the German bank specialist explained, family ownership of even large businesses is more common here. Those family businesses which do issue stock frequently keep it all in their own hands or, as in the case of the industrial giant, Krupp, leave it with a foundation.

Only 450 stocks were listed on all eight exchanges at the end of 1970, compared to 1,377 on the New York Stock Exchange. As in New York, the number has been falling as companies have merged and left the list. But especially in Frankfurt, the rising number of foreign companies seeking admission more than balanced the thinning German ranks. The foreign listings left

Frankfurt with a slight increase last year, while Düsseldorf's listings fell.

20 Corporations

Among the 20 foreign corporations accepted for listing in Frankfurt during 1970 were Chrysler Corp., Litton Industries, Procter & Gamble Co. and Continental Oil Co.

Along with increased listings has come increased turnover. For all eight exchanges, the only firm in which the figures are published, turnover of both foreign and German stocks and bonds jumped from 5.8 billion marks in 1969 to 15 billion marks in 1970. Monthly figures for early 1971 indicate that it will be another banner year.

Rising volume had the predictable effect on paperwork, but preparing the summaries of prices and each market's index has been made considerably easier by the

new computer systems in Frankfurt and Düsseldorf. Their major function, however, is to prepare the lists of sales and purchases. Since early 1969, when the Frankfurt central securities depository and clearing house switched from standard business machines to a leased IBM 360-30 computer system, the process of transferring ownership has been finished within two hours of the end of trading.

The computer also prepares magnetic tape or punch cards that the banks can use to sort out their customers' accounts. Final payment is made two days after the trade, rather than five days as in New York.

Necessity was the mother of all this innovation, but it would not have been possible without a long-standing institution called Kassenregister, a central securities depository that has virtually done away with physical transfer of bought and sold certificates.

The Kassenregister began in 1912 in Berlin and, by 1942, were 11 regional depositories for each exchange. During World War II, the function was transferred to the central bank, Reichsbank, but afterward turned to private ownership. Three of the exchanges, what is now East Germany, were lost to the system. It is now a Kassenregister records show that a bank owns the same and specify whether it is a bank's own account or for a client. It is up to the bank to keep records of which bank owns what.

They are similar to the Certificate Service issued in 1969 by the NYSE. Almost certificates are kept in vaults, and ownership changes made only as bookkeeping on Kassenregister records show that a bank owns the same and specify whether it is a bank's own account or for a client. It is up to the bank to keep records of which bank owns what.

Banks Hold Share

Under German law banks safeguard the shares, sometimes from the companies, do not know who their holders are, and even raise holders' specific questions at annual meetings.

Most stockholders give banks a general power of attorney to vote the shares. The banks in return must make recommendations which "may" be followed or not.

The law that only banks act as stockholders, and as such conflict with American which keeps the two banks separate, has effectively shut banks and brokerage houses of the German market.

Major brokerage firms have offices here, but only to serve their clients for the market. "Even if I were a German stockholder," says a New York manager, "I would not want to be in the stock and bond market."

But the Federal Reserve and the SEC limited the banks' function and would not let them carry on commercial banking. This reduced the chances to turn a profit by using it to borrow capital in the market, while the German banks have stable savings deposits drawn on.

Different Approach

Three American banks, on the other hand, have used a "German approach." Chase, Citicorp and Chemical Bank, New York, joined Frankfurt, Düsseldorf, and the Bourse to take part in the exchange of shares and bonds, although it would be a "German" approach.

Because of these banks' participation of American institutions, German banks took the field, which is done by the "Big Three": Deutsche Bank, Dresdner Bank, and Commerzbank. American institutions that want to sell securities for their clients (usually at the request of foreign branches) normally through one of the big three.

Although there is no regulatory agency, the exchange has woven a tight web of regulations and practices with the banks' huge resources; leaves no room for American players as failures.

Once a month, representatives meet to discuss the common approach to problems. The result is no practices at all eight changes.

The banks are free to their commission charges in typical fashion, they agreed on a standard fee of tenths of 1 percent of transaction. If two banks bid for the same stock, the National City Bank of New York City Bank Dresdner Bank to buy or sell one of its customers' orders the fee evenly.

In some cases, the commission is paid by the bank.

(Continued on next page)

The Mark

(Continued from Page 11)

employment rate of seven-tenths of 1 percent and a labor force of just over 22.5 million, of whom almost 10 percent are foreign "guest workers" (Gastarbeiter).

To compound its problems, the government is still trying to cope with inflation of almost 6 percent in the last year.

However, Mr. Schiller contends that the floating mark is not a major factor in recent price increases. He points out that after it was cut free in May it rose only 5.5 percent above the currencies of Germany's 15 most important trading partners.

"That is no rate for the enterprises to fear," he told a German newspaper interviewer. Nevertheless, the free market did reveal the mark against every major currency except the Japanese yen. At the end of six months of floating, the revaluation ranged from 9.7 percent against the dollar to one-tenth of 1 percent for the Swiss franc, according to figures published daily by the Bundesbank.

The average price against all the world's currencies was 6.5 percent, while world currencies measured against the dollar rose only 4.7 percent. The gap has widened since the U.S. government floated the dollar Aug. 15.

The increases were figured from official quotations on the Frankfurt exchange. Despite its obvious strength, Mr. Schiller contends that the mark should not and will not move into the vacuum left by the dollar. "Not even remotely do we think that the mark might become a standard such as sterling has been, and as the dollar is now," he said after he met with Italian leaders in September.

No 'Mark Zone'

He also indicated that the Brandt government has no interest in seeing the mark edge all other European currencies out. "We do not want to create a 'mark zone' because that would be a fatal error," he declared.

Mr. Schiller's view was at least indirectly endorsed by four of Germany's five major economic institutes, which called for solving the lingering currency crisis with a worldwide, permanent float.

Falling that, they said, partly margins should be substantially widened.

Last spring, the Institute's recommendation for a revalued mark led to intense speculation, which in turn led to the current float.

They suggest now that the money standard of the non-Communist world be changed from the dollar to some sort of artificial medium such as the International Monetary Fund's Special Drawing Rights.

Mr. Schiller's approach has contributed to the frictions in the cabinet.

He suggested that the Common Market countries adjust their currencies into closer alignment than before and present a united front against speculative dollars such as those that flooded West Germany when the floating appeared imminent.

France rejected the plan, setting up the two-tier exchange system of official and commercial francs, and little further progress has been made. Deputy ministers of the Group of Ten met in Paris in October, but could agree only that more discussions were needed.

Some of Mr. Schiller's cabinet colleagues now contend that he presented his plan to the other EEC countries in a brusque, undiplomatic way in Brussels last August and that this has complicated the solution.

Klasen

(Continued from Page 11)

of credit policy of the central bank in certain respects.

Q—As the German economy moves away from the massive rebuilding of the first postwar years, and more and more of the ordinary people have money, do you think the banks are moving rapidly enough to serve the small customers in such areas as checking accounts and loans? Are the Bundesbank or federal government doing anything to encourage this?

A—It is of course difficult to have an overall view of these matters. For my part I have the impression that there is a great deal of competition among the banks to attract the small customer, who, of course, if the plans for promoting the formation of personal assets develop further, may become a much bigger customer tomorrow. The competition to attract the small customer is very keen—that can be seen from the amount of advertising aimed at this customer by the banks. That it is not possible in all instances, owing to shortage of staff, to do everything that might be considered ideal is of course another matter.

I do not think that it is necessary for the authorities to intervene here or to make further suggestions.

Q—I was told by one banker just this morning that his customers frequently raise questions about the possible conflict of interests between a bank's work as a stockbroker, its own ownership of stocks and its credit operations. We were told at the Economics Ministry in Bonn that the government thinks the system is not entirely satisfactory and will propose changes to reduce the influence of the big banks over the Bourse.

My question is, do you think the current system of universal banking is entirely right for Germany now and in the future?

His Experience

A—This is a question which I, who spent over 30 years in a "universal bank," most of them on the board, am not able to answer wholly objectively, but more on the basis of my own experience. My experience is that the banks can distinguish very well between these things. The

various types of business are dealt with in completely different departments.

In point of fact, I regard the universal bank system as the right one, and I see virtually no reason to change it in Germany. The reconstruction of the German economy after the war shows that the system has served well in the past. But other people who are less well acquainted with these things, or whose experience has been different, may hold other views.

Q—A prominent American magazine has made this comment: "The floating of the German mark will not add unit controls have been devised for the European market." Do you agree?

A—It is difficult for me to answer this since I do not know what the writer of the article means by "controls." If, on the whole I tend towards the view, you will have gathered from my answers to earlier questions, and from what I said in my Hamburg speech, that means I think that we cannot entirely dispense with control of the inflows of short-term funds from abroad.

Q—Has any progress been made on a joint policy of European central banks to regulate Eurodollars?

A—At the moment there is a hush in these efforts. With monetary conditions as they are, this is not in fact the most urgent task. The question of how to act on the Eurodollar market cannot be usefully considered until it is known what the monetary system of tomorrow and future parties will look like.

Q—German business has dominated the Eurodollar market, taking home an estimated \$12 billion during 1970 and early 1971. Will adequate capital be available here if this financing source is cut off?

A—We can be sure that not all the money will leave the country at once. According to our estimates, a total of roughly DM 35 billion of short-term loans has been raised abroad. These large sums will not all flow back at the same time, nor is this the goal we wish to achieve. What we want is to reduce this sum, and to try and ensure this will be a task for the central bank—that no liquidity problems arise in the process.

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BANCO DI ROMA

COMMERZBANK

CRÉDIT LYONNAIS

July 1971

German Banks

(Continued from Page 11)

In combination, the banks are trying to entice customers away from the Hausbank, specialty banks similar to the permanent building-and-loan societies of the United States. Normally a customer must wait from a year and a half to four years, making regular payments to the bank, before he gets his low-interest home loan. The two new banks are trying to shorten that time and still offer competitive interest rates.

Virtually every major bank has control over other banks, but a considerable amount of their economic (and resulting political) strength derives from their broad ownership of stock in non-financial companies.

Deutsche Bank, for example, owns more than 25 percent of Daimler-Benz AG, the auto manufacturer, while all of the Big Three own stock in a major German department store chain, Kaufhof AG. Together, they control more than 60 percent of its stock.

Shipping Interests

Deutsche and Dresdner Banks each own more than 25 percent of the stock of Hapag-Lloyd AG, the shipping line, and Dresdner Bank and Commerzbank together hold all the stock of Lohse-Werke AG, of Lübeck, a shipbuilding company.

In addition, the banks have substantial investments in other credit institutions. For legal reasons they do not operate in

West Berlin, but each has a fully owned bank with its own network of branches in the former capital.

Deutsche Bank lists investment in or outright ownership of 28 other credit institutions within Germany and Berlin. Dresdner Bank's annual report lists 20, and Commerzbank is part or entire owner of at least 16 other German banks.

Bank für Gemeinwirtschaft has 50 percent or more interest in at least six other banks.

In addition to their outright stock holdings, the banks do a sizable amount of underwriting of stock issues. Support of one or two of the major banks is a requirement for listing on the German stock exchanges. They also participate regularly in syndicates underwriting major loans and stock issues.

The widespread agreement that the current system is not per-

ticularly troublesome is combined with a related regulatory system, headquartered in the Bundesaufsichtsrat für das Kreditwesen in Berlin.

A spokesman there called it a "liberal oversight system." The overseers have a professional staff of 70 who keep watch for bank difficulties reflected in the periodic reports the banks forward through the Bundesbank.

The bank supervisory office came into being in 1962, although the central government took its first steps toward a nationwide supervisory system after bank failures shook the depressed nation in 1931.

The Bundesbank helps with regulation by keeping watch over the banks' lending activities and reviewing their periodic reports.

Nothing marks the progress of the banks so much as their moves into the rest of the world. As Commerzbank's Mr. Knappert-

busch noted, "If Common Market union comes, banks must work in all the EEC countries."

The view apparently is the same in the board room of every big bank, because they are moving rapidly toward a system of intra-European partnerships. In the case of Commerzbank's alliance with Banco di Roma and Crédit Lyonnais, only legal obstacles prevented a full merger into a single transnational bank.

International Groups

The other banks also have their foreign associations.

Deutsche Bank last year set up the European Banks' International Company (EBIC) in cooperation with Amsterdam-Rotterdam Bank N.V., Midland Bank Ltd., and the Société Générale de Banque S.A. This was an expansion of the four banks' earlier cooperation, which began in 1963. They already had set up three

subsidiary organizations and made plans for others, and have opened joint representative offices in Africa, Asia and Canada.

Dresdner Bank is intensifying its cooperative efforts with three partners who operate the Société Financière Européenne de Paris and Luxembourg. Its affiliates are the Allgemeine Bank Nederland, Banque de Bruxelles, and the booming Bayerische Hypotheken und Wechsel Bank, a Bavarian regional bank.

In addition to its French and Italian partners, Commerzbank has a subsidiary, Commerzbank International of Luxembourg, for the short-term Euro-money market.

Westdeutsche Landesbank is a participant in the Or-Orion group of three separate institutions in London. Its associates are the Chase Manhattan Bank of New York and the National Westminster Bank of London.

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Foreign Banks

(Continued from Page 11)

tional companies doing business in Germany and abroad.

Foreign banks characterized the German business climate as free, but fiercely competitive, since banks are allowed to establish their own rates for services and loans. "There are a vast number of foreign banks here and we're all going after the same business," one bank official explained. "Many large German companies use their connection

with us to put pressure on the German banks and the local economy as far as rates are concerned."

The banks of smaller foreign countries fulfill slightly different functions. Some of them engage in import-export banking and handle the funds of their own nationals who work as contract laborers in West Germany. Others have opened representative offices, which serve informational purposes, instead of branches.

Several British banks have been located in Hamburg for

years, engaging mostly in import-export financing. But lately some have begun Frankfurt operations. The newest is Lloyds Bank Europe Ltd., which opened its first German location here on May 10.

Assistant Manager Paul Brown explained some of the reasons his bank decided to come: "Germany is the strongest economy in the EEC, with a very strong currency. We had branches elsewhere in Europe but we felt we should have a tap open to the German market as well. Now that England will join the Com-

mon Market, it becomes even more important to be here."

One bank official marveled at the ability of some of the smaller U.S. institutions to survive in Germany. "From 1966 to 1968, there was an abundance of funds here," he said, "but now this has changed, and I really wonder what they are doing to make ends meet." He estimated start-up costs and first-year expenses of a German location at \$300,000 to \$400,000.

'Fantastic Growth'

H. Bartels, assistant general manager of Chase Manhattan's German operation, said that his organization had experienced "fantastic growth" since it began its expansion program in 1968. At that time, the bank had 146 employees and now there are 450, he said. Asked to predict what lies ahead, the Chase official said he believed the bank had fulfilled its original expectations for expansion. "I would say our growth now would slow to a more gradual 5 or 10 percent a year," he added.

At First National Bank of Chicago, John Anderlik said that that bank's two branches have demonstrated a good, steady growth in volume since the first one was established five years ago. Mr. Anderlik, vice-president and general manager for Germany, said that his organization had fulfilled its original goal of servicing the needs of its U.S. customers overseas. In the future, the emphasis would be on playing a bigger role in the German market with loans to large German and multi-national companies, he said.

Mutual Funds

(Continued from Page 11)

There has been discussion in Bonn of tightening regulation of real estate funds and those which invest in something other than property or shares.

West German mutual funds were founded by the nation's commercial or savings banks, which also handle redemption and sale of the shares. Even today, most of the 15 West German investment companies which manage the funds are owned by banks although a few are con-

trolled by building and loan associations and insurance companies.

Recently, West German funds specializing in real estate and in investments within West Germany have become increasingly popular with both foreign and domestic investors.

Managers of West German funds have mixed views about the effects of the razzle-dazzle tactics of some of the foreign funds on the West German market. Some point out that the domestic funds' real growth began after 1965, when they were severely challenged by foreign competition. Until that time, West German funds were not too well known and their growth had been fairly static. Others point out that the resounding crash of some of the glamorous off-shore firms badly shook investors' faith in the mutual fund concept.

"Their salesmen were not selling units of mutual funds, they were selling fairy tales," said one well-known Frankfurt mutual fund executive.

In spite of the world trade imbroglio, a worsening domestic economy and slack in the U.S. and West German stock markets, fund managers here remained optimistic about the future of the fund business in West Germany.

"At the moment there are 1.8 million unit holders in West Germany," said J. A. de Ridder, joint managing director of Deutscher Investment-Trust. "I think perhaps we will have five million in two or three years," he forecast.

Mr. de Ridder predicted most of that future growth would occur in medium-size portfolios (investments from 10,000 to 15,000 marks). "In fact, I think the chance for growth here is better than in the United States," he said.

Wolfgang Meilen, deputy director of Union Investment Gesellschaft, agreed in a separate interview that the fund concept was in West Germany to stay. "I think the fund business is still a growing market... one which is increasing faster than other sections of the banking business," he said. "But the fact that our per capita figures are so low indicates there is still a lot of work to be done here to educate our investors."

Stock

(Continued from preceding page.)

is negotiated downward, but not often. A specialist for Citibank said that most of the 50 or fewer transactions he oversees every day bring the full commission.

Cooperative fixing of the rules and prices without official government approval is one obvious difference between the U.S. and German approaches.

Another is the method of trading. Although a minority of very active stocks are traded in American-style open auction during the standard two-hour (11:30 a.m. to 1:30 p.m.) day, most are traded at a fixed price set by the *kursmakler*. He is a sworn official of the exchange who accepts buy-and-sell orders for the first hour, then fixes the price of each stock at the figure that will insure the highest turnover. He does not buy stocks or bonds for his own account.

Another type of trader, the *freie makler*, act as intermediaries between the banks and may buy or sell for their own account. They help to insure that markets are available. The *freie makler* firms had the most trouble during the tight money and booming markets of 1968. In Düsseldorf, three of them were suspended—the only suspensions since 1948.

The system insures a highly orderly market and eliminates any possibility of rapid, unchecked change in a stock's price. So tight is the control that, if the *kursmakler*'s figure varies more than 10 percent from the previous price, one of the exchange's governors must decide if the price is fair and sign the order book to allow trading to continue.

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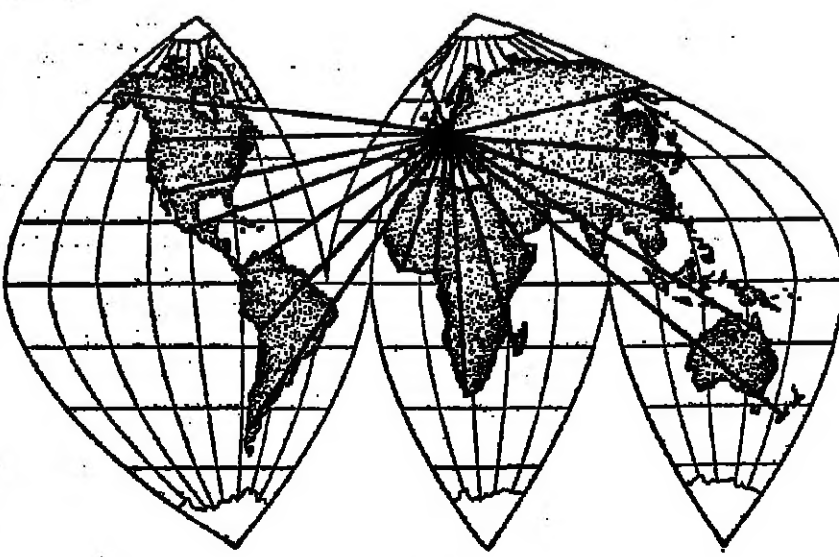
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